

Message Text

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PAGE 01 KUWAIT 01315 060655Z

51

ACTION NEA-12

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FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 9203
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C O N F I D E N T I A L KUWAIT 1315

EO 11652: GDS

TAGS: BEXP, PINS, KU

SUBJ: KUWAITI INTEREST IN INTERNAL SECURITY EQUIPMENT

SUMMARY: LOCAL BUSINESSMAN HAS APPROACHED EMBASSY CLAIMING TO ACT ON BEHALF KEY MININTERIOR OFFICIAL. BUSINESSMAN SAID GOK INTERESTED IN PURCHASING WIDE VARIETY INTERNAL SECURITY EQUIPMENT. WE WOULD LIKE TO TREAT MATTER AS ROUTINE TRADE OPPORTUNITY BUT WISH FIRST TO HAVE REPORT ON STATUS LOCKHEED NEGOTIATIONS WITH MININT REGARDING GENERAL SECURITY STUDY COMPANY WOULD DO FOR GOK. END SUMMARY

1. EMBOFF APPROACHED BY SAMIR QUTTAINAH, TECH ADVISOR CANAR TRADING COMPANY, SMALL KUWAITI FIRM OWNED BY SHAIKH MISH'AL AL-AHMAD AL-JABER AL-SABAH, WHO ALSO SENIOR MININT OFFICIAL. BUSINESSMAN REQUESTED WE PUT HIM IN CONTACT WITH SUPPLIERS SOPHISTICATED SECURITY EQUIPMENT AND SYSTEMS. ITEMS REQUESTED INCLUDED TEAR GAS CANNISTERS AND MASKS; BULLET PROOF VESTS; MONITORING AND ALARM SYSTEMS; RIOT AND CROWD CONTROL DEVICES; AUDIO AND VISUAL MOBILE COMMUNICATIONS SYSTEMS FOR POLICE PATROL CARS; SMALL COMPUTERS SUCH AS THOSE USED FOR RECORDING MAKE AND REGISTRATION VEHICLES; AND WALKY-TALKIES.

2. BUSINESSMAN CLAIMED TO HAVE INFORMAL AGREEMENT WITH TOP INTERIOR MINISTRY OFFICIALS TO ACT AS PROCUREMENT AGENT FOR THIS
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PAGE 02 KUWAIT 01315 060655Z

EQUIPMENT. HE REQUESTED INTERESTED FIRMS CONTACT HIM BY TELEX

AND FOLLOW-UP WITH CATALOGUES AND BROCHURES SHOWING THEIR EQUIPMENT AND GIVING INFO ON FIRM'S OVERALL CAPABILITIES.

3. NORMALLY WE WOULD TREAT SUCH A REQUEST AS A ROUTINE TRADE OPPORTUNITY BUT IN THIS CASE WE BELIEVE IT PRUDENT TO CHECK FIRST WITH LOCKHEED TO SEE WHERE COMPANY'S NEGOTIATIONS WITH MININT STAND. DEPARTMENT WILL RECALL THAT PRIOR TO OCTOBER WAR LOCKHEED AIRCRAFT INTERNATIONAL, 510 WEST SIXTH STREET, LOS ANGELES (TELEPHONE 623-7252) HAD DISCUSSED AT SOME LENGTH AND ON HIGHLY CONFIDENTIAL BASIS PACKAGE OF SECURITY SERVICES WITH MIN INT. COMPANY HAD COMPLETED TWO PHASES OF OVERALL PROGRAM AND HAD BEGUN NEGOTIATIONS ON THIRD PHASE. AS FAR AS WE KNOW WAR INTERRUPTED SERIOUS NEGOTIATIONS AND THEY HAVE NOT BEEN RESUMED.

4. LOCKHEED CONTRACT WAS OF SIGNIFICANCE BEYOND COMMERCIAL ASPECT, ALTHOUGH IF GOK AGREED TO HAVE COMPANY UNDERTAKE ALL FOUR PHASES IT WOULD BE A SUBSTANTIAL PROJECT. CONSIDERING SENSITIVITY OF SUBJECT AND IMPLICATIONS OF US COMPANIES BECOMING INVOLVED WITH INTERNAL SECURITY PROGRAMS HERE, I BELIEVE WE SHOULD PROCEED WITH AT LEAST SOME CAUTION. THEREFORE, REQUEST ADDRESSEES TO INFORM LOCKHEED (STAN PATTERSON IN LOS ANGELES AND ROBERT CONLEY IN BEIRUT) OF FOREGOING. COMPANY MAY WISH SEND REP HERE TO DETERMINE WHETHER TIME RIPE TO APPROACH MININT AGAIN RE RESUMING NEGOTIATIONS. WE WOULD BE INTERESTED IN KNOWING LOCKHEED'S REACTION AND WHETHER DEPARTMENT BELIEVES THERE ANY REASON WHY CANAR TRADING COMPANY REQUEST SHOULD NOT BE TREATED AS ROUTINE TRADE OPPORTUNITY.

5. COMMENT: ACCORDING TO BUSINESSMAN WHO VISITED EMBASSY, GOK INTEREST IN INTERNAL SECURITY EQUIPMENT WAS DIRECT RESULT RECENT TERRORIST SEIZURE JAPANESE EMBASSY HERE. EVENT APPARENTLY HAS LED TO DESIRE TIGHTEN SECURITY AND IN TURN INTEREST IN APPROPRIATE EQUIPMENT.
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